

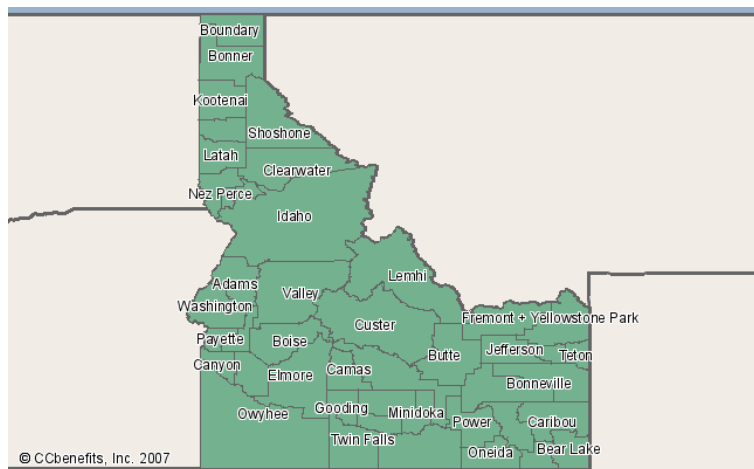
Professional Technical Education



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Career Cluster Report

Career Cluster Report



Report produced by CCbenefits, Inc. www.ccbenefits.com
Data by Economic Modeling Specialists, Inc. www.economicmodeling.com

Career Cluster Report

Region: All Idaho

States: Idaho

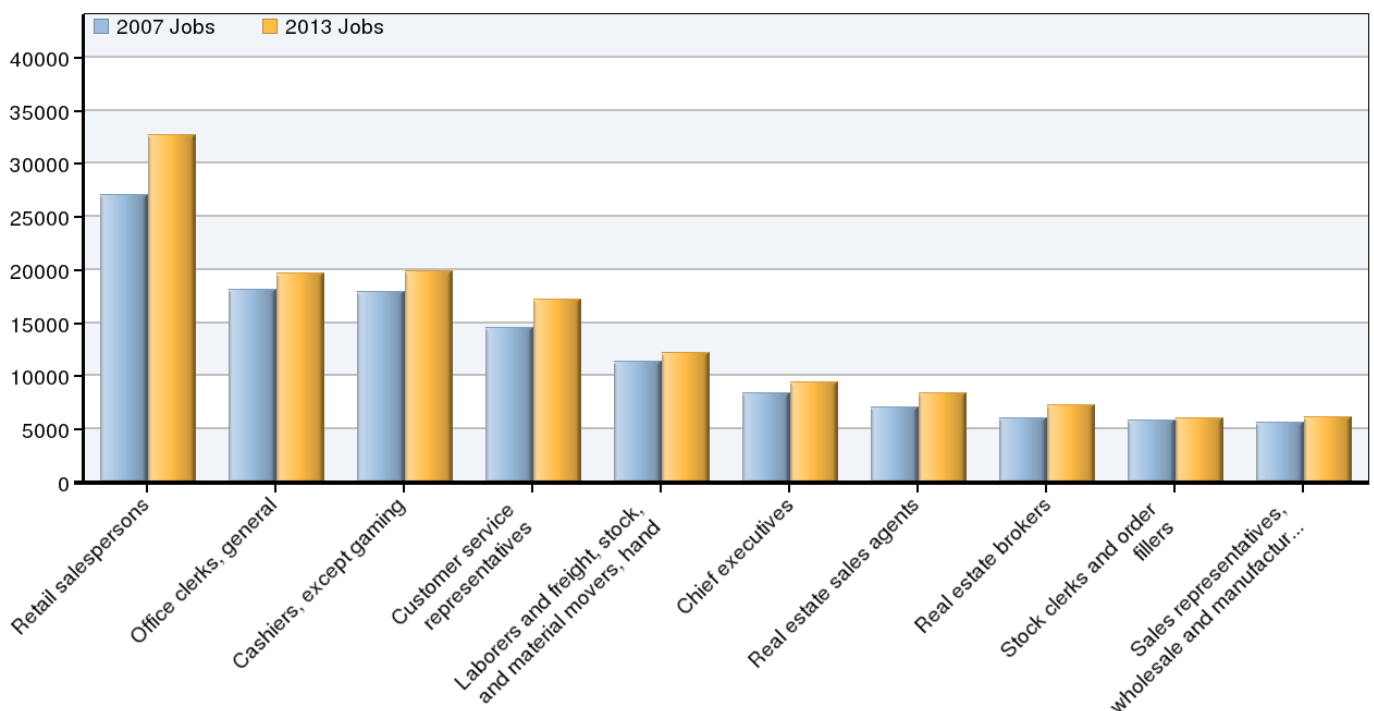
Executive Summary for Retail & Wholesale Sales & Service Career Cluster

Education	2007 Jobs	2013 Jobs	Change	Replacement	2006 Hourly EPW
Short-term on-the-job training	97,282	109,264	11,982	19,232	\$8.89
Moderate-term on-the-job training	24,822	28,408	3,586	2,687	\$12.97
Work experience in a related field	7,655	9,084	1,430	899	\$13.23
Postsecondary vocational award	9,099	10,823	1,724	1,048	\$13.89
Associate's degree	495	566	70	38	\$16.92
Bachelor's degree	7,216	8,510	1,293	791	\$12.76
Degree plus work experience	13,038	14,813	1,775	1,422	\$30.94
	159,607	181,467	21,861	26,117	\$12.02

Source: Economic Modeling Specialists, Inc. - 8/07

Largest Occupations

Largest Occupations 2007



Source: CCBenefits, 2007

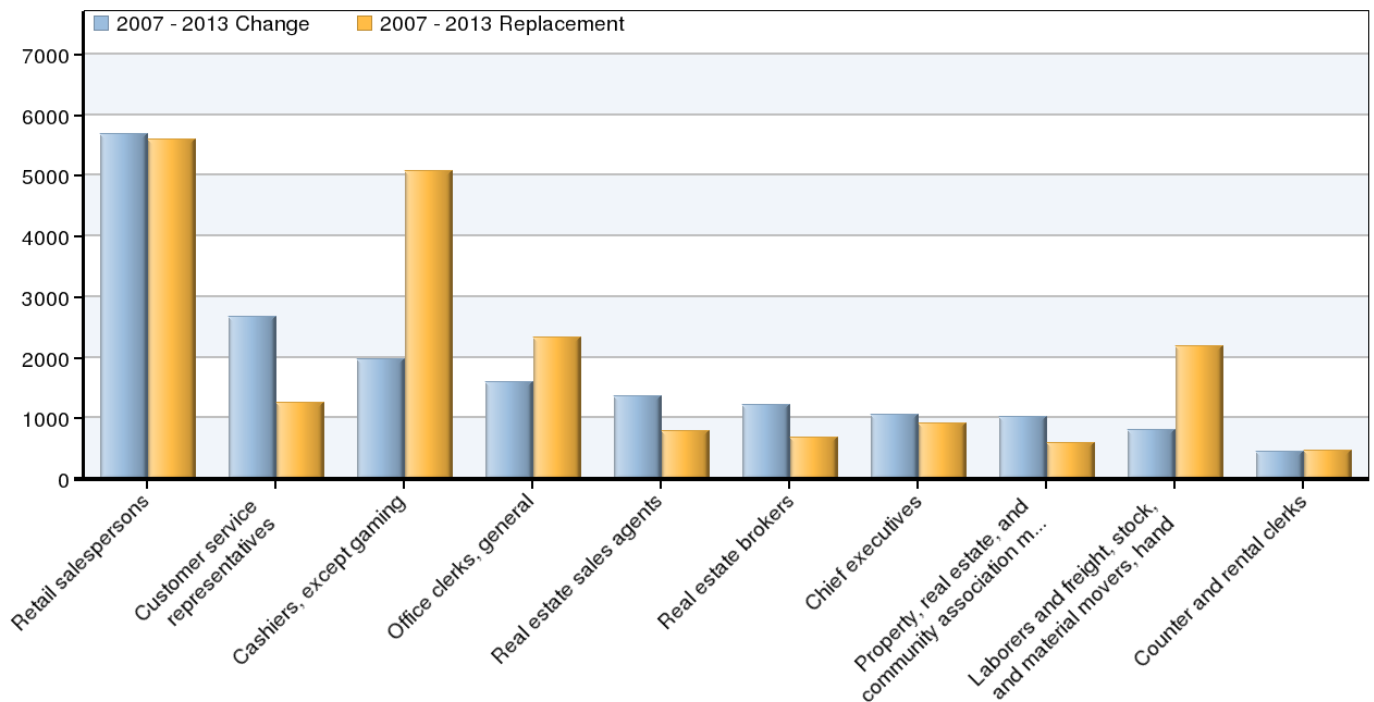
SOC Code	Description	2007 Jobs	2013 Jobs	Change	2006 Hourly EPW	Education
41-2031	Retail salespersons	27,045	32,727	5,682	\$8.51	Short-term on-the-job training
43-9061	Office clerks, general	18,108	19,705	1,597	\$10.57	Short-term on-the-job training
41-2011	Cashiers, except gaming	17,955	19,927	1,972	\$7.50	Short-term on-the-job training
43-4051	Customer service representatives	14,596	17,265	2,670	\$10.83	Moderate-term on-the-job training

53-7062	Laborers and freight, stock, and material movers, hand	11,382	12,197	815	\$8.54	Short-term on-the-job training
11-1011	Chief executives	8,365	9,432	1,067	\$33.31	Degree plus work experience
41-9022	Real estate sales agents	7,040	8,408	1,368	\$12.87	Postsecondary vocational award
41-9021	Real estate brokers	6,043	7,259	1,216	\$11.93	Work experience in a related field
43-5081	Stock clerks and order fillers	5,860	6,004	144	\$9.49	Short-term on-the-job training
41-4012	Sales representatives, wholesale and manufacturing, except technical and scientific products	5,685	6,115	430	\$16.62	Moderate-term on-the-job training
11-9141	Property, real estate, and community association managers	5,601	6,623	1,022	\$10.44	Bachelor's degree
53-3031	Driver/sales workers	4,252	4,703	451	\$9.34	Short-term on-the-job training
53-7064	Packers and packagers, hand	3,335	3,716	381	\$7.25	Short-term on-the-job training
43-5071	Shipping, receiving, and traffic clerks	3,032	3,294	262	\$10.69	Short-term on-the-job training
11-2022	Sales managers	2,352	2,709	357	\$23.65	Degree plus work experience
41-2021	Counter and rental clerks	2,097	2,554	457	\$7.67	Short-term on-the-job training
13-2021	Appraisers and assessors of real estate	2,059	2,415	355	\$17.34	Postsecondary vocational award
41-4011	Sales representatives, wholesale and manufacturing, technical and scientific products	1,724	1,816	92	\$20.44	Moderate-term on-the-job training
43-4151	Order clerks	1,457	1,472	15	\$8.95	Short-term on-the-job training
11-2021	Marketing managers	1,421	1,642	222	\$33.24	Degree plus work experience
41-3011	Advertising sales agents	1,277	1,446	169	\$16.43	Moderate-term on-the-job training
43-5061	Production, planning, and expediting clerks	1,067	1,179	111	\$14.51	Short-term on-the-job training
13-1022	Wholesale and retail buyers, except farm products	948	1,083	135	\$14.17	Work experience in a related field
27-3031	Public relations specialists	780	933	153	\$18.70	Bachelor's degree
53-6021	Parking lot attendants	762	765	3	\$6.97	Short-term on-the-job training
19-3021	Market research analysts	686	787	100	\$21.88	Bachelor's degree
11-3071	Transportation, storage, and distribution managers	664	742	78	\$23.41	Work experience in a related field
27-1023	Floral designers	635	736	101	\$8.10	Moderate-term on-the-job training
53-6031	Service station attendants	572	657	85	\$8.39	Short-term on-the-job training
11-2011	Advertising and promotions managers	463	545	81	\$20.96	Degree plus work experience

Source: Economic Modeling Specialists, Inc. - 8/07

Largest Growth

Largest Growth 2007 - 2013



Source: CCbenefits, 2007

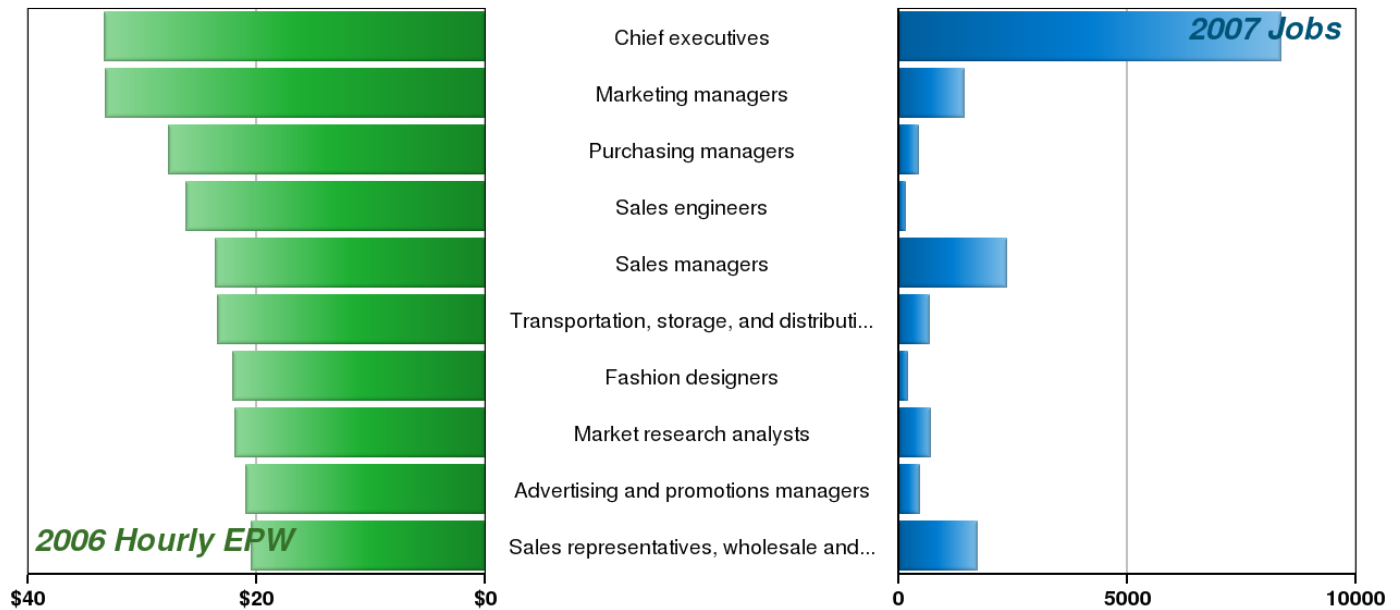
SOC Code	Description	2007 - 2013 Change	Replacement	Annual Openings	Hourly EPW	Education
41-2031	Retail salespersons	5,682	5,606	934	\$8.51	Short-term on-the-job training
43-4051	Customer service representatives	2,670	1,248	208	\$10.83	Moderate-term on-the-job training
41-2011	Cashiers, except gaming	1,972	5,075	846	\$7.50	Short-term on-the-job training
43-9061	Office clerks, general	1,597	2,341	390	\$10.57	Short-term on-the-job training
41-9022	Real estate sales agents	1,368	795	132	\$12.87	Postsecondary vocational award
41-9021	Real estate brokers	1,216	680	113	\$11.93	Work experience in a related field
11-1011	Chief executives	1,067	916	153	\$33.31	Degree plus work experience
11-9141	Property, real estate, and community association managers	1,022	597	100	\$10.44	Bachelor's degree
53-7062	Laborers and freight, stock, and material movers, hand	815	2,182	364	\$8.54	Short-term on-the-job training
41-2021	Counter and rental clerks	457	458	76	\$7.67	Short-term on-the-job training
53-3031	Driver/sales workers	451	406	68	\$9.34	Short-term on-the-job training
41-4012	Sales representatives, wholesale and manufacturing, except technical and scientific products	430	883	147	\$16.62	Moderate-term on-the-job training
53-7064	Packers and packagers, hand	381	363	61	\$7.25	Short-term on-the-job training
11-2022	Sales managers	357	251	42	\$23.65	Degree plus work experience

13-2021	Appraisers and assessors of real estate	355	253	42	\$17.34	Postsecondary vocational award
43-5071	Shipping, receiving, and traffic clerks	262	364	61	\$10.69	Short-term on-the-job training
11-2021	Marketing managers	222	151	25	\$33.24	Degree plus work experience
41-3011	Advertising sales agents	169	145	24	\$16.43	Moderate-term on-the-job training
27-3031	Public relations specialists	153	64	11	\$18.70	Bachelor's degree
43-5081	Stock clerks and order fillers	144	1,529	255	\$9.49	Short-term on-the-job training
13-1022	Wholesale and retail buyers, except farm products	135	144	24	\$14.17	Work experience in a related field
43-5061	Production, planning, and expediting clerks	111	151	25	\$14.51	Short-term on-the-job training
27-1023	Floral designers	101	49	8	\$8.10	Moderate-term on-the-job training
19-3021	Market research analysts	100	103	17	\$21.88	Bachelor's degree
41-4011	Sales representatives, wholesale and manufacturing, technical and scientific products	92	269	45	\$20.44	Moderate-term on-the-job training
53-6031	Service station attendants	85	148	25	\$8.39	Short-term on-the-job training
11-2011	Advertising and promotions managers	81	48	8	\$20.96	Degree plus work experience
11-3071	Transportation, storage, and distribution managers	78	76	13	\$23.41	Work experience in a related field
27-1026	Merchandise displayers and window trimmers	66	35	6	\$8.05	Moderate-term on-the-job training
41-9011	Demonstrators and product promoters	50	46	8	\$7.32	Moderate-term on-the-job training

Source: Economic Modeling Specialists, Inc. - 8/07

Highest Earnings

2006 Highest Paying Occupations



Source: CCbenefits, 2007

SOC Code	Description	Hourly EPW	2007 Jobs	2007 - 2013 Change	Replacement	Education
11-1011	Chief executives	\$33.31	8,365	1,067	916	Degree plus work experience
11-2021	Marketing managers	\$33.24	1,421	222	151	Degree plus work experience
11-3061	Purchasing managers	\$27.75	437	48	55	Degree plus work experience
41-9031	Sales engineers	\$26.16	149	18	26	Bachelor's degree
11-2022	Sales managers	\$23.65	2,352	357	251	Degree plus work experience
11-3071	Transportation, storage, and distribution managers	\$23.41	664	78	76	Work experience in a related field
27-1022	Fashion designers	\$22.14	183	23	14	Associate's degree
19-3021	Market research analysts	\$21.88	686	100	103	Bachelor's degree
11-2011	Advertising and promotions managers	\$20.96	463	81	48	Degree plus work experience
41-4011	Sales representatives, wholesale and manufacturing, technical and scientific products	\$20.44	1,724	92	269	Moderate-term on-the-job training
27-3031	Public relations specialists	\$18.70	780	153	64	Bachelor's degree
13-2021	Appraisers and assessors of real estate	\$17.34	2,059	355	253	Postsecondary vocational award
41-4012	Sales representatives, wholesale and manufacturing, except technical and scientific products	\$16.62	5,685	430	883	Moderate-term on-the-job training
41-3011	Advertising sales agents	\$16.43	1,277	169	145	Moderate-term on-the-job training
43-5061	Production, planning, and expediting clerks	\$14.51	1,067	111	151	Short-term on-the-job training
13-1022	Wholesale and retail buyers, except farm products	\$14.17	948	135	144	Work experience in a related field
27-1025	Interior designers	\$13.83	312	48	24	Associate's degree
41-9022	Real estate sales agents	\$12.87	7,040	1,368	795	Postsecondary vocational award
43-3061	Procurement clerks	\$12.69	359	7	60	Short-term on-the-job training
41-9021	Real estate brokers	\$11.93	6,043	1,216	680	Work experience in a related field
43-4051	Customer service representatives	\$10.83	14,596	2,670	1,248	Moderate-term on-the-job training
43-5071	Shipping, receiving, and traffic clerks	\$10.69	3,032	262	364	Short-term on-the-job training

43-9061	Office clerks, general	\$10.57	18,108	1,597	2,341	Short-term on-the-job training
11-9141	Property, real estate, and community association managers	\$10.44	5,601	1,022	597	Bachelor's degree
43-5081	Stock clerks and order fillers	\$9.49	5,860	144	1,529	Short-term on-the-job training
53-3031	Driver/sales workers	\$9.34	4,252	451	406	Short-term on-the-job training
43-4151	Order clerks	\$8.95	1,457	15	375	Short-term on-the-job training
53-7062	Laborers and freight, stock, and material movers, hand	\$8.54	11,382	815	2,182	Short-term on-the-job training
41-2031	Retail salespersons	\$8.51	27,045	5,682	5,606	Short-term on-the-job training
53-6031	Service station attendants	\$8.39	572	85	148	Short-term on-the-job training

Source: Economic Modeling Specialists, Inc. - 8/07

*Note: Occupations with fewer than 10 employees are not shown.